

OKLAHOMA LOTTERY COMMISSION

June 24, 2020	FY'2006	FY'2007	FY'2008	FY'2009	FY'2010	FY'2011	FY'2012	FY'2013	FY'14	FY'15	FY'16	FY'17	FY'18	FY'19
REVENUES														
Ticket Revenues:														
Instant Games (Scratchers)	\$111,318,511	\$86,966,117	\$78,212,513	\$77,883,679	\$88,966,304	\$102,969,295	\$95,978,562	\$89,393,668	\$85,876,010	\$81,600,192	\$78,559,351	\$67,988,294	\$127,627,940	\$135,965,126
Draw games:														
Instate Online Games	8,428,541	13,546,090	12,521,968	10,997,200	11,725,294	10,563,117	10,904,714	10,353,034	9,895,762	11,503,830	10,747,860	10,485,163	9,981,045	9,734,256
Draw Games	79,471,285	116,364,714	126,298,433	115,281,005	110,780,990	95,184,637	103,875,816	110,815,206	105,251,082	90,033,284	111,062,243	83,514,209	93,482,456	105,728,291
Lottery Game Revenues	190,789,796	203,330,831	204,510,946	193,164,684	199,747,294	198,153,932	199,854,378	200,208,874	191,127,092	171,633,476	189,621,594	151,502,503	221,110,396	241,693,417
Retailer application fees	227,296	120,404	116,280	111,934	115,585	112,380	112,375	108,637	106,000	105,245	105,390	100,595	111,740	102,780
Interest Income													415,801	604,620
Other	4,333	28,497	6,984	49,425	63,019	8,234	6,600	6,848	7,250	7,975	6,700	4,550	5,691	190,860
TOTAL REVENUES	\$191,021,425	\$203,479,732	\$204,634,210	\$193,326,043	\$199,925,898	\$198,274,546	\$199,973,353	\$200,324,359	\$191,240,342	\$171,746,696	\$189,733,684	\$151,607,648	\$221,643,628	\$242,591,677
DIRECT COSTS														
Commissions and incentives to retailers	12,924,387	13,428,925	13,425,128	12,753,727	13,150,714	13,219,310	13,233,747	13,114,765	12,647,675	11,425,710	12,421,019	10,042,940	14,039,604	15,265,982
Prize expenses:														
Instant games	56,305,309	42,976,371	42,002,753	42,361,471	53,159,059	60,780,047	54,410,671	50,727,284	47,973,892	44,669,301	42,797,935	36,133,704	85,748,376	93,202,993
Draw games:														
Instate Online Games	4,328,051	6,344,565	5,741,284	5,184,941	5,686,532	5,017,454	5,138,173	5,430,443	4,916,180	5,387,197	4,926,485	4,891,251	4,886,769	4,480,280
Draw games	39,279,406	55,556,321	60,569,862	53,561,479	51,933,557	45,820,777	48,642,139	53,736,140	49,522,663	43,113,626	52,719,297	37,208,323	46,637,062	53,040,016
Unclaimed Prize Expense													(2,774,690)	(4,918,774)
Total lottery game prize expenses	95,584,715	98,532,692	102,572,615	95,922,950	105,092,616	106,600,824	103,052,810	104,463,424	97,496,555	87,782,927	95,517,232	73,342,027	129,610,748	141,324,235
Instant and draw game costs	5,599,134	6,076,887	6,079,013	5,675,014	5,903,703	5,895,707	6,081,715	5,948,626	7,798,373	7,271,417	7,985,458	8,665,829	10,819,307	10,412,913
TOTAL DIRECT COSTS	114,108,236	118,038,504	122,076,756	114,351,691	124,147,033	125,715,841	122,368,272	123,526,815	117,942,603	106,480,054	115,923,709	92,050,796	154,469,659	167,003,130
GROSS PROFIT	76,913,189	85,441,228	82,557,454	78,974,352	75,778,865	72,558,705	77,605,081	76,797,544	73,297,739	65,266,642	73,809,975	59,556,852	67,173,969	75,588,547
OPERATING EXPENSES														
Operating Expenses: Marketing	4,352,583	5,325,342	5,604,590	4,133,573	3,956,565	3,023,269	1,652,640	1,623,715	1,520,686	2,743,837	1,767,255	2,004,465	3,134,817	3,550,169
Operating Expenses: Other	3,229,263	4,232,019	4,169,983	3,975,688	4,038,190	3,572,860	3,208,121	2,991,420	2,966,271	2,650,369	2,697,857	2,814,249	3,784,857	4,087,310
Salaries, wages and benefits	2,098,259	2,922,042	3,032,507	2,991,764	3,091,050	2,888,869	2,661,825	2,419,342	2,345,767	2,129,873	2,184,676	2,363,518	2,513,040	2,792,515
Contracted and professional services	639,566	516,746	275,506	267,886	238,146	158,711	122,459	162,144	167,068	163,050	181,897	166,427	202,902	198,377
Depreciation & Amortization	42,793	162,193	245,320	252,432	200,186	100,964	52,823	37,817	37,985	37,922	33,535	29,541	34,469	43,315
Equipment	125,348	11,604	7,150	7,767	23,096	27,449	7,027	17,291	11,562	18,186	12,626	18,364	15,748	36,640
Rent expense	124,765	233,161	271,555	242,114	229,973	205,136	194,901	199,791	193,862	166,777	150,092	144,705	149,179	152,632
Office supplies	38,466	77,444	66,826	41,300	62,328	33,024	35,127	34,872	17,774	17,720	18,696	23,403	22,875	24,236
Travel	40,270	42,154	37,808	21,892	27,284	15,338	22,269	17,102	11,426	20,171	19,626	9,745	13,193	19,979
Other gen & admin.(incl. Bad Debt Exp.)	119,796	266,675	223,311	150,533	166,127	143,369	118,015	103,061	180,827	96,670	96,709	58,546	83,451	69,616
Transfer to/due to Mental Health													750,000	750,000
Non-advertising/marketing	3,229,263	4,232,019	4,169,983	3,975,688	4,038,190	3,572,860	3,208,121	2,991,420	2,966,271	2,650,369	2,697,857	2,814,249	3,784,857	4,087,310
TOTAL OPERATING EXPENSES	7,581,846	9,557,361	9,774,573	8,109,261	7,994,755	6,596,129	4,860,761	4,615,135	4,486,957	5,394,206	4,465,112	4,818,714	6,919,674	7,637,479
OPERATING INCOME	69,331,343	75,883,867	72,782,881	70,865,091	67,784,110	65,962,576	72,744,320	72,182,409	68,810,782	59,872,436	69,344,863	54,738,138	60,254,295	67,951,068
Transfers to and due to OELTF	(68,948,959)	(69,378,465)	(71,608,831)	(69,226,501)	(69,974,064)	(69,396,091)	(69,990,674)	(70,113,527)	(66,934,120)	(60,111,343)	(66,406,789)	(53,063,688)	(63,229,605)	(67,554,285)
NET NON-OPERATING INCOME (EXPENSE)	(\$68,644,197)	(\$68,645,552)	(\$70,965,274)	(\$69,133,711)	(\$70,033,951)	(\$69,591,290)	(\$70,208,784)	(\$70,265,250)	(\$67,360,397)	(\$60,618,186)	(\$66,816,504)	(\$53,504,331)	(63,563,804)	(\$67,554,285)
Funds to Educ.as % of Total Revs.	36.1%	34.1%	35.0%	35.8%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	28.5%	27.8%
Opns as % of Sales	3.9739%	4.7004%	4.7795%	4.1981%	4.0024%	3.3288%	2.4322%	2.3052%	2.3476%	3.1429%	2.3547%	3.1806%	3.1295%	3.1600%
Advert./Promo. as % of Sales	2.2813%	2.6191%	2.7405%	2.1399%	1.9808%	1.5257%	0.8269%	0.8110%	0.7956%	1.5987%	0.9320%	1.3231%	1.4178%	1.4689%
Opns less Advert. as % of Sales	1.6926%	2.0813%	2.0390%	2.0582%	2.0216%	1.8031%	1.6052%	1.4941%	1.5520%	1.5442%	1.4228%	1.8576%	1.7117%	1.6911%